PAPER MERCHANT SALES REPORT September, 1989

(by NPTA Region)	Sales per Selling Day September, 1989 Compared to September, 1988	Sales per Selling Day September, 1989 Compared to August, 1989	Sales per Selling Day 1989 YTD Compared to 1988 YTD	Days Outstanding (Accounts & Notes) At close of September 1988	1989	Calendar Day Cost of ending August Inventory 1988	1989
INDUSTRIAL							
1	+17.9	+ 7.8	+12.8	40	44	74	61
2	+ 2.9	+ 1.3	+ 8.4	38	35	45	53
3	+ 4.2	+ 9.1	+ 7.9	38	38	58	59
4	- 1.6	+ 3.0	+ 9.4	38	40	43	59
5	+11.5	+ 5.7	+13.0	36	37	55	56
6	- 6.6	- 8.8	+ 9.3	42	41	58	56
7	- 1.4	- 4.5	+ 3.3	35	36	56	57
8	+ 1.6	+ 3.1	+ 8.3	36	36	56	60
9	+12.7	+ 5.2	+11.2	40	39	65	57
NY	+ 5.2	+ 2.7	+ 8.4	46	46	53	**
CHICAGO	- 8.7	+ 2.7	- 0.1	43	46	42	75
LA	+ 8.0	+ 4.6	+ 7.4	45	43	67	63
US	+3.8	+3.9	+8.6	39	39	55	56
PRINTING							
1	+ 3.8	+ 4.6	+ 5.9	44	46	47	60
2	+ 4.2	+ 0.4	+ 7.1	42	42	54	54
3	+ 3.0	+ 4.6	+ 7.1	42	41	65	75
4	+ 8.5	- 3.0	+13.9	42	42	59	61
5	+ 7.5	+ 2.8	+14.4	40	38	67	66
6	- 7.5	+ 5.3	+ 9.0	44	43	65	77
7	+ 0.4	- 0.7	+ 8.4	40	38	64	68
8	+ 7.0	+ 9.7	+ 8.4	40	40	65	67
9	+14.9	+ 4.2	+15.8	40	39	62	58
NY	+ 0.9	+ 3.4	+ 0.4	39	41	57	62
CHICAGO	+ 5.0	+14.2	+ 2.3	41	42	68	81
LA	+ 7.7	+ 8.3	+13.0	41	39	79	77
US	+4.1	+3.8	+8.3	41	41	65	68

COMMENTS ON SEPTEMBER'S SALES CHANGES. *INDUSTRIAL* sales changes are the lowest they have been this year. On a year-to-date basis, Chicago Metro remains by far the lowest, but Chicago had the second highest increase in the country for 1988 so the drop this year gives Chicago a two-year increase more in line with the rest of the country. Regions 1 and 5 are virtually tied for the highest increase. *PRINTING* sales increases for September were the lowest in almost three years, but this low level of increase may reflect that September, 1988 was a very high increase month and also possibly may reflect lower prices from the producers.

DAYS OUTSTANDING are unchanged from last year and last month. August's ending **INVENTORY DAYS** are higher than last year but only minimally for industrial goods. Printing goods in inventory, however, dropped significantly from last July's 73 days and are the lowest they have been since December, 1988.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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